

Message Text

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TO AMCONSUL HAMBURG PRIORITY

INFO AMEMBASSY BONN

UNCLAS STATE 131579

E.O. 11652: N/A

TAGS: BTIO GW

SUBJ: JOINT VENTURE PROPOSAL: GEBR. LESER KG, FILE 2710

REF: HAMBURG A-6, MAR. 3, 1975

1. YOUR A-6 REPORTED MR. WOLFGANG LESER WAS TO VISIT IN US IN APRIL AND MAY. ELEVEN AMERICAN FIRMS RESPONDED TO THE PUBLISHED OPPORTUNITY. ONLY TWO RESPONDENTS WERE CONSULTING FIRMS. OF THE NINE MANUFACTURING FIRMS TWO REPORTED NO INTEREST IN THE PRODUCT AND THE OTHER SEVEN REPORTED THAT THEY WOULD CONTACT LESER EITHER DIRECT OR THROUGH THEIR EUROPEAN AGENT OR THAT ADDITIONAL TECHNICAL DETAILS WERE NEEDED.

2. ONE OF THE FIRMS WITH STRONG INTEREST HAS CALLED REQUESTING THE FOLLOWING INFORMATION. WHAT IS STATUS OF PROPOSED OPPORTUNITY; HAS WOLFGANG LESER BEEN HERE AND IF NOT IS HE COMING AND WHEN; WHAT ARE THE APPLICATIONS OF THE VALVES AND WHAT INDUSTRIES ARE THE MAJOR USERS; AND DOES LESER HAVE ANY TECHNICAL AND OTHER LITERATURE IN ENGLISH.

3. POST IS REQUESTED TO ASCERTAIN THE ABOVE FROM LESER AND CABLE REPLY SOONEST. LITERATURE, IF AVAILABLE, TO BE SENT SEPARATELY. KISSINGER

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